

PNEUMATIC PACKAGING EQUIPMENT (Continued)

Pneumatic Packaging is the West Coast marketing and distribution branch of Pneumatic Scale Corporation, the major US packaging machinery manufacturer. Mr Foster claimed that his company works closely with the Canadian manufacturer Delamere & Williams who produce twenty to thirty percent of their machinery. Pneumatic also distribute machinery for other manufacturers (they used to be the Rovima distributors), they have wide ranging contacts in Japan, France, Sweden, and Germany. The company sells two basic types of line, a "Wet" line which covers everything for plastic or glass filling, labelling, capping etc for liquids; and a "Dry" line basically for pouch, bag and box filling. The company's main customer groups are the wine, distillery, sugar, dried fruit, and chemical industries. The company's customers include Colgate and Lever Bros. The company's sales territory is the West Coast, no sales details were available, two salesmen are employed. Knowing Delamere and Williams Mr Foster finds Canadian attitudes and service are very professional. He feels that there are probably a number of significant openings for Canadian companies to supply individual machines or segments for line systems to their company but that all negotiations would be conducted through the corporation's head office located in Quincy, Massachusetts tel: (617)328-6100. The person to talk to is Bob Coughlin who is head of sales.

KHAMIS ENGINEERING EQUIPMENT

P.O.Box 42,
Danville, CA 94526
Mr Khamis.

(415)937-2844

Khamis is basically a packaging machinery consultant. He was highly recommended by several industry sources. He specializes in the food industries. He was not willing to provide much detail but could be of interest to Canadian companies. He would like to review the products in the study.

CAL-WEST PACKAGING ASSOCIATES

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(415)786-3630

Cal-West are manufacturers representatives. They represent High Speed Checkweigher Co Inc, Redington Inc. (Carton roll wrappers and strip packaging systems), J.R.Knowlback (filling and unscrambling equipment for plastic bottles), and Dalemark (code dating equipment). Dalemark is the only company Cal West do not have exclusive California distribution for.

The company's most popular selling machines are from High Speed Checkweigher, their machines range in price from \$6,000 to \$20,000. The